

FAX

Date: 8/22/96

Number of pages including cover sheet: 3

To: Don Fitzgerald

Phone: _____

Fax phone: 910-741-4606

CC: _____

From:

Audrey Evanchik

Phone: 908-225-4774

Fax phone: 908-417-9076

REMARKS:

☐ Urgent

☒ For your review

☐ Reply ASAP

☐ Please comment

Don,

The CEO of this convenience store chain has agreed to sign a level II pack contract if he can maintain our Jacks brand in his stores. We currently have no presence in these former WA-WA locations and would also like to maintain the 45 Cartons per week volume of Jacks in these stores.

Please contact me if you need further information .

Thank You,

Audrey

51849 4404

08/22/86 08:30
SENT BY: RJR/FORSYTH

08/19/86 13:30

JM PISCITELLI-

919 741 2685;# 1/ 1

RJ Reynolds
Tobacco Company

Nick
908 417 9076

August 19, 1996

J. M. PISCITELLI
Account Executive

Winston-Salem, NC 27102
910-741-7296
Fax 216-779-1889

TO: Kathy Pinto *8/19*

SUBJECT: JACKS DISTRIBUTION IN CONNECTICUT

As agreed Wawa has limited shipments of JACKS to Connecticut since August 1, 1996. The balance of all JACKS product in stores as of August 26, 1996, can remain and be sold with other cigarettes to the buying party.

Any additional JACKS product sold after the inventory can only be determined by RJR in a separate agreement with buying party.

Sincerely,



J. M. Piscitelli

JMP/pm

cc: J. R. Loftin *8/19*
R. L. Noonan *8/19*
J. S. Farmer *8/19*

"We work for smokers."

51849 4405

FORSYTH PRIVATE LABEL REQUEST

ACCOUNT NAME: Krauszer's National Food Stores X INDIRECT RETAIL CHAIN
ADDRESS: 76 National Road _____ DIRECT ACCOUNT
(No P.O. Boxes) Edison, NJ 08818 _____ DIRECT RETAIL CHAIN
CHAIN ID/DA # 2712-00-00 _____

IF CHAIN: 416 AVG. INDUSTRY CPW _____ PRESENT LOWEST PRICED BRAND
96 AVG. RJR CPW 45 PRESENT LOWEST PRICED BRAND
_____ IND. FP CPW _____ AVG. CPW
_____ IND. BS CPW _____
22 # STORES _____

(SUPPLIER(S) NAME AND #)

STORE TYPE Convenience (C/S, SM, ETC.)RJR MERCHANDISING PLAN: X YES _____ NO

IF D/A: PRESENT P/L BRAND(S) Jacks (Currently in distribution)
ANN. RJR DOLLAR VOL. _____ PRESENT P/L ANN. CASE VOL. _____

RATIONALE FOR PRIVATE LABEL: Obtain in former Wawa locations a Level II SS pack
contract.

COUNTIES AND STATES NEEDED: Connecticut

Audrey Evanchik #1240

INITIATOR'S NAME & DIV. #

(Please Print)

VOICE MAIL # 77275_____
AVP SIGNATURE

RETAIL BONUS \$ _____

(CALCULATED BY S/A OFFICE)

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FOR FORSYTH USE ONLY

DATE RECEIVED _____
BRAND AVAILABLE _____ PLACED ON HOLD UNTIL _____
PICTURE/UPC'S SENT _____ YES _____ NOT YET AVAILABLE (NEW BRAND)
BLANK AGREEMENT SENT _____

51849 4406